

Message Text

CONFIDENTIAL

PAGE 01 QUITO 02330 072235Z

66

ACTION CU-03

INFO OCT-01 ARA-06 ISO-00 /010 W
----- 028662

R 072150Z APR 75

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 5075

INFO USIA WASHDC

C O N F I D E N T I A L QUITO 2330

FOR CU/ARA STATE

E.O. 11652: GDS

TAGS: BEXP EC

SUBJECT: BUSINESS MANAGEMENT SEMINAR

REF: QUITO A-117, NOVEMBER 18, 1974

1. SIXTY FOUR LEADING ECUADOREANS FROM PRESTIGIOUS ORGANIZATIONS IN PUBLIC AND PRIVATE SECTORS ATTENDED QUITO'S THREE-DAY SEMINAR, "BUSINESS IN THE '70'S" AND GAVE HIGHEST MARKS TO PETER DRUCKER FILM SERIES AND GENERALLY GOOD EVALUATION TO ECUADOREAN SPEAKERS AND GENERALLY POOR MARKS TO THE TWO AMERICAN STAGS.

2. POST WAS UNDENIABLY DISAPPOINTED IN THE TWO STAGS, ROBERT AUBEY AND HENRY STEINER. INSTEAD OF COMPLEMENTING EACH OTHER'S PECIALTY, EACH SEEMED TO REPRESENT THE SAME BACKGROUND, BUDGETING AND FISCAL MANAGEMENT. CONSEQUENTLY TWO PRIME FOCUSES OF THE SEMINAR, 1) WORLD-WIDE TRENDS IN BUSINESS AND INTERNATIONAL COMMERCE AND 2) ANALYSIS OF A BUSINESS ORGANIZATION: HUMAN RESOURCES, PERSONNEL PRACTICES, ADMINISTRATION AND ROLE OF COMPUTERS (SEE A-117) WERE ONLY SUPERFICIALLY COVERED BY THE DRUCKER FILMS AND ONE VALIANT BUT UNSUCCESSFUL LECTURE BY PROFESSOR AUBEY. INSTEAD, THE AUDIENCE WAS SUBJECTED TO TWO DRY LECTURES BY PROFESSOR STEINER ON METHODS OF CALCULATING INTEREST CALLED "ECONOMIC DECISION MAKING" AND ANOTHER ON FISCAL POLICY BY PROFESSOR AUBEY.

CONFIDENTIAL

CONFIDENTIAL

PAGE 02 QUITO 02330 072235Z

3. POST HAD EMPHASIZED NEED FOR STAG'S HAVING FLUENCY IN SPANISH. AUBEY'S WAS NOT ADEQUATE. ON A FOREIGN SERVICE INSTITUTE RATING, HE PROBABLY HAS A 2 OR 2 PLUS AT BEST IN SPEAKING ABILITY. THIS REALLY WAS NOT SUFFICIENT. ON HIS SECOND LECTURE, IT WAS SUGGESTED PRIVATELY THAT SOMEONE ELSE READ HIS LECTURE. POST PLANS TO SHOW RESULTS OF EVALUATION QUESTIONNAIRE COMPLETED BY PARTICIPANTS TO AUBEY AND STEINER, WHICH GENERALLY WAS NEGATIVE ON STAGS' ROLE, WHEN THEY PASS THROUGH QUITO ON THEIR RETURN TO THE USA.

4. WHAT HAS BEEN MADE MANIFESTLY CLEAR TO POST ONCE AGAIN IS THAT UNLESS SPEAKERS ARE FLUENT IN SPANISH, IT IS COUNTER-PRODUCTIVE TO ATTEMPT SEMINARS AND OTHER SPEAKING ENGAGEMENTS. ON THIS OCCASION, IT MIGHT HAVE BEEN BETTER TO SHOW THE PETER DRUCKER FILMS AND FORGET THE SEMINAR.

5. POST REALIZES THE ENORMOUS DIFFICULTY OF FINDING SPECIALISTS WITH THE LANGUAGE ABILITY AND IS SINCERELY APPRECIATIVE OF DEPARTMENT'S EFFORTS AND WORK IN GETTING THESE TWO STAGS.

6. COMPLETE REPORT FOLLOWING.
HEMENWAY

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975QUITO02330
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750126-0471, D750120-0768
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750475/aaaacqsk.tel
Line Count: 86
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION CU
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 QUITO A-117, 75 NOVEMBER 18, 75 1974
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 16 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <16 SEP 2003 by KelleyW0>; APPROVED <23 SEP 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BUSINESS MANAGEMENT SEMINAR
TAGS: BEXP, EC
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006